**FMP Payroll Services**

 **Job description**

**Job Title:** Sales Executive

**Department:** Sales & Account Management

**Responsible to:** Sales Manager

**Location:** Gatwick office, near Horley

FMP Payroll Services – shaking up the payroll industry!

Whether you are a butcher, baker or candle stick maker – everyone needs payroll.

If you work for a company you expect to be paid on time - every time. Here at FMP Global we specialise in that service. Companies from all sectors and industries entrust us to pay their most value assets - their staff.

Some of our happy clients include…







The operation…

Every month FMP pay circa 100,000 payslips from our Operational hub in our Gatwick offices. We operate a well-oiled machine along with Marketing – Sales – Implementation and Operational and Account Management staff, all working together to deliver our award-winning service.

Talking about awards…

We have won 4 awards in the last 20 months! We must be doing something right!



So, what’s the job?

We need sales people, some experience would be good, but we can teach you payroll – what we really need is the right person.

* Desire to succeed – essential
* Can do attitude - essential
* Target driven – essential
* Money motivated – essential
* Willing to push and go the extra mile – essential
* Ability to fit in with a fast paced and energised sales team - essential
* Knowing what a P60 is – nice to have!

What does an average day look like?

The thing I love about my job and what I want for the sales team is that no 2 days are the same and as sales people, we judged on numbers. So, you will have complete autonomy to:-

* Organise your day
* Book appointments
* Manage diary
* Travel to clients (when needed)
* Represent FMP Global at industry events
* Most importantly – earn what you want with uncapped commission!

Sales get into the office between 8am and 9am – we usually grab a cup of tea, discuss deals, plan the day ahead. 9am turns and we are on the phone – calling leads that have come in the evening before, chasing up quoted deals, preparing quotes, planning sales presentations or general CRM admin.

We pause for a bite to eat around midday and then back to it! We typically get 5-10 warm leads everyday into the sales team which are fairly distributed, trust me – this is gold dust (no 100% cold calls here) we have a Marketing Team!

Of course, we have to self-generate leads and leverage all available resource to get people interested – but the best thing about payroll is that everyone needs it! We literally have millions of companies to target.

What’s in it for you

* Competitive base salary
* Industry defining commission scheme
* Full training and support
* Pension scheme
* 25 days holiday

Having been in sales or wanting to get into sales, you are probably aware that nobody earns base salary only. **Commission** is the key to great earnings potential – we have a **fantastic** commission scheme that we have produced which I can **honestly** say in the 19 years I have been in sales is the best I have seen.

Linked to price book, it sees the **top** band paid at **50%** - yes 50% of what the company bills… interested? ………You should be….

Next steps

Of course you are interested and the next step is easy.

* Want to get into sales? - Call me
* Are you currently in sales and are attracted to FMP Global’s vision? – Call me
* Are you currently in sales but maybe this is not working out for you? - Call me

I want to transfer your career with FMP Global, so please give me a call for an informal conversation

For more information please call 01293 789940 / 078 999 222 73

or email (attaching CV)

matt.sheridan@fmpglobal.com